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Pacific Infrastructure Business Opportunities Seminar

22 to 23 May 2024

9:00AM - 4:30PM

NADI, FIJI



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Development Partners

**Pacific Infrastructure Business
Opportunities Seminar**

NADI, FIJI

20-23 MAY 2024

Where we work: PNG and Pacific Islands

Working in partnership with 12 countries across the region, the World Bank is currently supporting 94 projects across the Pacific Islands and PNG, totalling US\$2.84 billion in commitments through a combination of IBRD and IDA financing, Recipient Executed Trust Funds, and co-financing.

*based on 30 May 2024 data

\$2.84
Billion

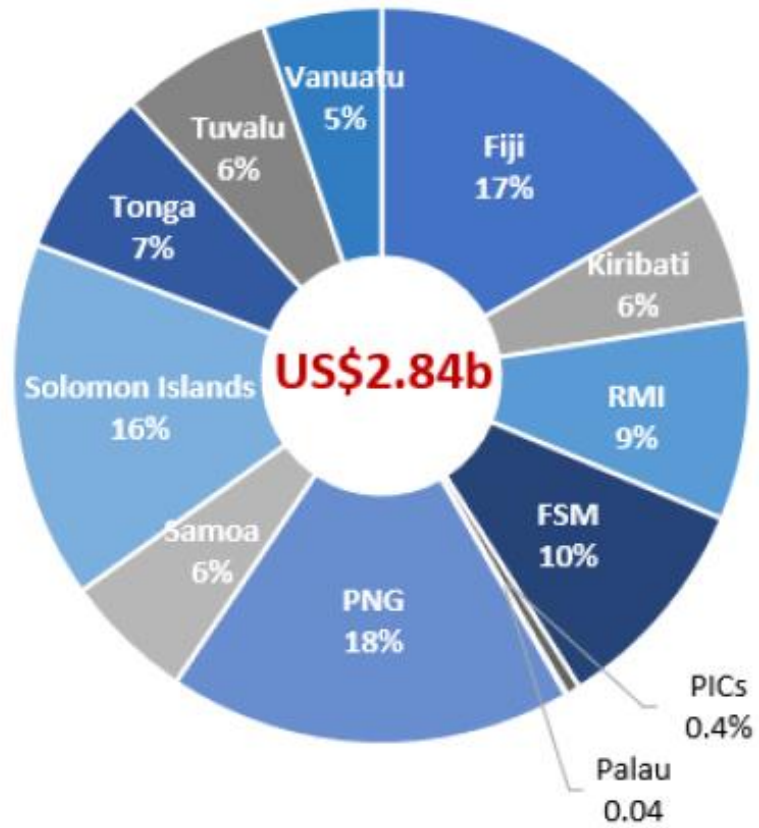
94
Projects

12
Countries



By Country

Country Portfolio



Pipeline FY24-FY25

Country	#	USD
Fiji	3	205,000,000
PNG	1	200,000,000
Solomon Is.	2	116,200,000
FSM	4	129,000,000
Tonga	4	60,000,000
Kiribati	4	65,000,000
Pacific Islands	5	259,012,500
Vanuatu	1	15,000,000
Tuvalu	3	94,500,000
Samoa	4	97,050,000
Marshall Islands	3	91,000,000
Palau	1	10,000,000
Grand Total	35	1,341,762,500



Activities to be procured by country

Country	#	USD
Marshall Islands	105	\$ 118,520,753
Solomon Islands	182	\$ 86,827,243
Tonga	87	\$ 53,319,824
Kiribati	83	\$ 85,138,772
Vanuatu	18	\$ 63,326,928
Micronesia, Federated States of	113	\$ 72,279,110
Papua New Guinea	96	\$ 59,489,195
Tuvalu	75	\$ 52,623,073
Samoa	42	\$ 11,270,637
Fiji	57	\$ 25,482,838
Pacific Islands	11	\$ 429,300
Total	869	628,707,675

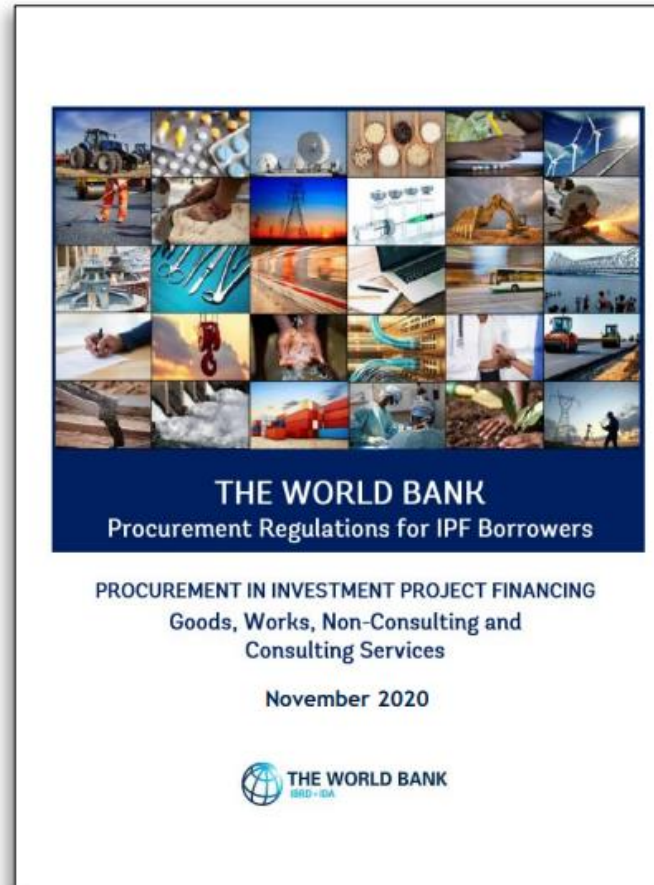
Activities to be procured by category

Category	#	USD
Works	95	425,843,967
Consultant Services	554	130,643,624
Goods	182	49,557,074
Non-consulting Services	46	28,485,909
Grand Total	877	634,530,575

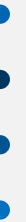
Activities to be procured by Global Practice

Global Practice	#	USD
Transport	190	278,835,810
Environment, Natural Resources & the Blue Economy	120	81,898,897
Digital Development	90	61,531,000
Water	16	52,845,458
Urban, Resilience and Land	66	49,388,759
Health, Nutrition & Population	68	21,163,934
Social Protection & Jobs	71	17,792,232
Energy & Extractives	43	15,687,448
Agriculture and Food	75	10,567,438
Social Sustainability and Inclusion	53	4,465,067
Governance	16	4,354,850
Poverty and Equity	39	4,278,000
Education	14	1,627,500
Grand Total	861	604,436,393

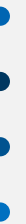
Procurement Regulations for Borrowers



The Borrower is on driver's seat



*What does the Bank do in
Bank-financed
procurement?*



Fiduciary Oversight and Capacity Building

- Large value contracts are required to be advertised internationally and prior reviewed by the Bank
- 250 dedicated procurement staff based in 72 countries support projects – dual role of oversight and capacity building
- Implementing Agencies routinely receive procurement training



Rated Criteria Announcement

THE WORLD BANK
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BRIEF Rated Criteria: Promoting Value in World Bank Procurement



Overview

Since 2016, the World Bank's Procurement Framework has encouraged the use of **Rated Criteria** -or non-price factors- to evaluate quality, sustainability, and innovative aspects of bids in decision making. This has enabled borrowers to adopt a more strategic approach to procurement, including the use of evaluation criteria that prioritizes fit-for-purpose solutions rather than the lowest evaluated price.

Effective September 1, 2023, the World Bank will require the use of Rated Criteria as the default approach for most international procurements¹.

RELATED

Infographic

[Advancing Rated Criteria](#)

Video

[Message by World Bank Chief Procurement Officer](#)
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Feature Story

[Rated Criteria: Game Changer for Promoting Value in Procurement](#)

Documents

[Rated Criteria Q&As for Borrowers and Bidders, Proposers July 2023](#)

[Evaluating Bids and Proposals Using Rated Criteria](#) | [French](#) | [Spanish](#) | [Chinese](#) |

[Rated Criteria Examples and Evaluation Approach](#)

[Rated Criteria Examples](#)

Website

[Procurement for Projects and Programs](#)



What are rated criteria?

Rated Criteria are used to evaluate non-price attributes of Bids/Proposals, including quality, risks/mitigations, opportunities, sustainability, and other technical aspects

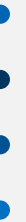
Why?

To address the specific risks, opportunities, issues and quality factors in each procurement

To allow contracts to be awarded based on the optimal balance of 'quality' and 'cost', which is not necessarily the lowest price.



How do I find bidding opportunities?



Steps in identifying opportunities

- Determine country and/or sector of interest and review Country Partnership Framework for country of interest to identify current and planned projects portfolio
www.worldbank.org/en/where-we-work
- Review procurement plans to identify planned procurement and timing
www.worldbank.org/projects

World Bank Website



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What We Do / Projects & Operations

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Second Solomon Islands Roads and Aviation Project

SUMMARY

PROCUREMENT

DOCUMENTS

NEWS AND MEDIA

PHOTO GALLERY

NOTICES

CONTRACTS

PLANS

Download to Excel:

DOCUMENT TITLE	DATE	REPORT NO.	DOCUMENT TYPE
Solomon Islands - EAST ASIA AND PACIFIC- P176548- Second Solomon Islands Roads and Aviation Project - Procurement Plan (English)	May 3, 2022	STEP64045	Procurement Plan
Solomon Islands - EAST ASIA AND PACIFIC- P176548- Second Solomon Islands Roads and Aviation Project - Procurement Plan (English)	April 26, 2022	STEP63808	Procurement Plan

Footnotes

Useful Resources

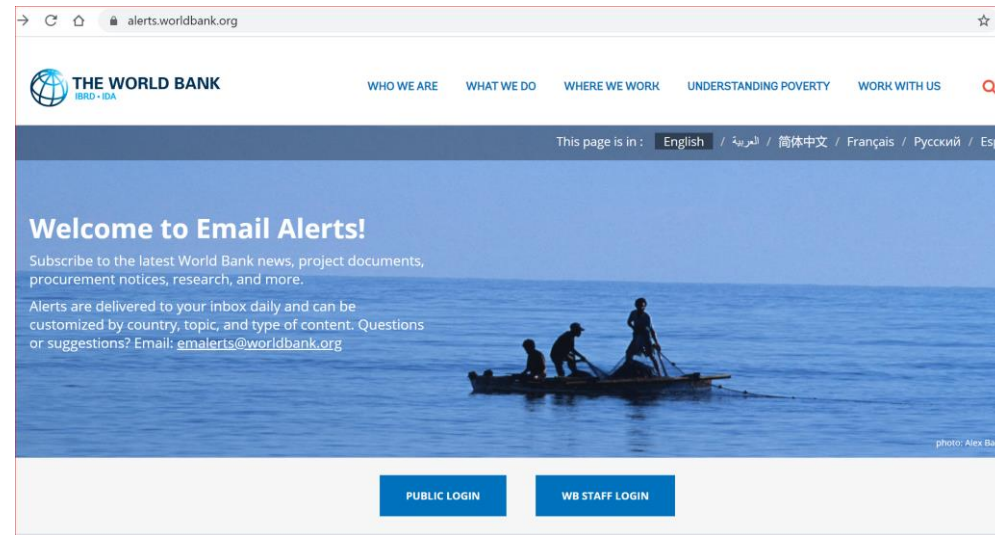
- Guidance Note: Finding business opportunities and winning contracts financed by the World Bank:
www.worldbank.org/procurement
- Notices Alert Subscription Service:
<https://alerts.worldbank.org/>
- The Finance Data Reporting Interface -
<https://financesapp.worldbank.org/>

Guidance Note



Procurement Notices Alert Subscription Services

1. Go to <https://alerts.worldbank.org/>
2. Register as a “new user” or log in as an “existing user”
3. Select “Procurement Notices”
4. Select countries and products/services of interest
5. Save the alert.



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Tips for effectively exploring opportunities

- Procurement is led by the Borrower, NOT the Bank.
Communicate with the Implementing Agency
- Understand local customs, laws, markets
- Be informed about the country and projects' pipeline and define area of focus: countries/procurement type etc.
- Obtain a copy of the Procurement Plan
- Understand the Implementing Agency's schedule
- Incumbents versus New Entrants: opportunities vary significantly depending on the market

Thank you!

Cris Nunes

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